

Message Text

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44

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 281448Z JAN 74

FM AMEMBASSY WARSAW

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INFO SECSTATE WASHDC 7496

AMCONSUL POZNAN

UNCLAS WARSAW 0567

E.9. 11652: N/A

TAGS: BEXP PL

SUBJECT: POZNAN INTERNATIONAL TECHNICAL FAIR: STATUS REPORT

REF: WARSAW 0077

COMMERCE FOR BEWT/TPD: MATHES/MANDATO AND FOR OIM/BROMEL

1. TDC HAS NOW RECEIVED SPACE REQUESTS FORM 31 FIRMS REPRESENTING 52 COMPANIES. OF THE 52, 37 ARE OLD-TO-MARKET (OTM), 15 ARE NEW-TO-MARKET (NTM). TOTAL SPACE REQUESTED AMOUNTS TO 1548 SQUARE METERS, WITH TWO COMPANIES SEEKING SPACE NOT YET HAVING REPORTED THEIR REQUIREMENTS. ONLY THREE COMPANIES SEEK MORE THAN 120 M2 MAXIMUM RECOMMENDED BY COMMERCE: SATRA CORP. (250); IBM (150); AND CINCINATI MALICRON (130).

2. ACTION REQUESTED: (A) PLEASE ADVISE WHETHER TDC IS AUTHORIZED TO INFORM FAIR AUTHORITIES THAT USG INTENDS TO EXERCIST OPTION ON PAVILIONS 18 AND 19. THIS INFORMATION, ALONG WITH INITIAL PAYMENT, WAS DUE JANUARY 15. (B) PLEASE ADVISE ASAP MAXIMUM NUMBER OF SQUARE METERS IN PAVILION 19 AVAILABLE FOR STANDS. TOTAL FLOOR SPACE IN 19 IS 1403 SWUARE METERS, BUT SPACE MUST BE RESERVED FOR AISLES AND FOR BDO. RECOMMEND BUSINESS-MEN'S LOUNGE BE LOCATED IN PAVILION 18.

3. FIRMS REQUESTING SPACE INCLUDE:

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FIRM (REPRESENTING)	OTM/NTM	EXHIBITOR IN USATECH '73	SPACE REQUESTED (SQ. METERS)
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AMF	NTM	NO	60
AMTEST (5)	OTM	YES	30
BLANDFORD ELECTRONIC	OTM	YES	40
CALCOMP	OTM	YES	40
CINCINNATI MILACORN	OTM	YES	130
COHERENT RADIATION	OTM	YES	N/A
COMPUCORP	OTM	YES	40
DATA GENERAL COMPUTERS	OTM	NO	40
DIGITAL EQUIP. CORP.	NTM	NO	20
DOW CHEMICAL	OTM	YES	80
DRESSER INDUSTRIES	NTM	NO	40
FINNIGAN	OTM	YES	12
GENERAL RADIO	OTM	YES	20
HEWLETT-PACKARD	OTM	YES	80
IBM	OTM	YES	150
JOHNS-MANVILLE	OTM	YES	21
KONTRON (5)	OTM	YES	30
LITTON INDUSTRIES	OTM	NO	20
NEUMULLER (10)	NTM	NO	20
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NIELSEN TECH. TRADING (1)	NTM	NO	20
ORION RESEARCH	OTM	YES	20
PACKARD INSTRUMENTS	OTM	YES	25
PARKER-HANNIFIN	OTM	YES	20

PHILLIPS PETROLEUM	OTM	NO	30
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SATRA (5)	OTM	NO	250
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SINGER	OTM	NO	100
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SYSTRON DONEER	NTM	NO	30
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TRANSAMERICA COMPUTER	OTM	NO	N/A
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TUFLIN	OTM	YES	30
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VARIAN	OTM	YES	120
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WANG	OTM	YES	30
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DAVIES

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